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62.21

1910

HEIKES--HUNTSVILLE-TREES.

# The Huntsville Wholesale Nurseries.

OCTOBER

Huntsville, Ala.

1910



FOR THE TRADE ONLY

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## Special Mention.

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**ROSES.** We are making a specialty of growing Hardy Hybrid Perpetuals and Mosses by budding for outdoor planting. Budded roses transplant with better success than roses on their own roots and produce finer blossoms. The stocks upon which we bud are all disbudded before planting, so that little trouble is experienced from suckers. It will be noticed that our assortment given on page six covers all shades of color from white to the darkest crimson. We have discontinued growing roses at Biloxi, Miss., as we find we can produce a much healthier, handsomer plant at Huntsville. Our present crop is grown at Huntsville, and we guarantee as fine plants, both roots and tops, as can be produced anywhere in the United States. Samples will be sent upon application.

**FRAU KARL DRUSCHKI (Snow Queen).** We are growing this variety in large numbers. It is the best white Hybrid Perpetual ever introduced. We have had it at Huntsville blooming in the open ground for the past three years. It is marvelous in its beauty in half open bud and in the pure white of the full opened bloom. It is more prolific and more constant in bloom than the Paul Neyron. In a bed of a dozen plants there is seldom a day during the Summer when blooms cannot be cut, and during the Spring and Fall it blooms in profusion. It is the ideal rose for cemetery planting both North and South. It holds its foliage well and is healthy and vigorous and in hardiness it equals any of the Hybrid Perpetuals. Nurserymen should put this rose in the hands of their agents and draw upon us for filling their orders

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# The Huntsville Wholesale Nurseries.

JESSIE S. MOSS, PROPRIETOR.

W. F. HEIKES, MANAGER

References: W. R. Rison Banking Company, Huntsville, Ala., and the  
Mercantile Agencies.

FALL OF 1910 AND SPRING OF 1911.

## HEIKES HUNTSVILLE TREES.

OCTOBER, 1910.

Except where prices are agreed upon these quotations are subject to change without notice.

The usual Terms and Conditions govern these quotations.

## Combination Car Lots.

Prices will be based on delivery to station at Huntsville, the price of boxes to be added. In car lots in bulk no charge will be made for packing.

To those who order in less than car lots and wish to take advantage of our plan to deliver to Distributing Points we must add to the prices quoted in this list the cost of freight from Huntsville to these points on a car lot basis, and we will then prepay the freight to the point of distribution. This plan insures low freight rates and quick time. Such orders will be packed in boxes at Huntsville and combined to make up car lots and shipment promptly made to distributing points and forwarded from there over the various railroads to destination. Car lot orders will go direct from Huntsville to destination, and can be shipped at any time after September 20th to March 15th, except a short time in mid-winter.

## Distributing Points.

We are making St. Louis, Mo., Rochester, N. Y., Philadelphia, Pa., Tyler, Texas, Toppenish, Wash., N. Yakima, Wash., Portland, Ore., Grand Junction, Colo., and Salt Lake City, Utah, distributing points for orders in less than car lots, to be shipped from Huntsville on the dates named below. No charge for drayage or transfer at these points.

FOR ST. LOUIS—Early shipments from September 20th to October 10th; late shipments from October 25th to December 10th, and in Spring.

FOR PHILADELPHIA AND ROCHESTER—November 1st and in Spring.

FOR TYLER, TEXAS—October 10th to December 15th.

FOR PORTLAND, ORE.—November 1st to December 15th.

FOR TOPPENISH, WASH.—November 1st to December 15th.

FOR NORTH YAKIMA, WASH.—November 1st to December 15th.

FOR GRAND JUNCTION, COL.—October 15th to December 1st and in Spring.

FOR SALT LAKE CITY, UTAH—November 1st to December 15th.

This offer to ship to distributing points will not apply if shipment is required at other than the above named dates. It sometimes happens that we cannot arrange to make up combination car lots to suit all strictly within the dates named. It will be necessary to arrange the dates for shipments as orders are received

For 100 rates add 1 cent each; for 10 rates add 2½ cents each to the 100 rates.

### KIEFFER PEARS. Two Years.

GRAFTED PEARS.	Fodder.	Folger.	Fallow.	Fondle.	Foolish.	Forage	Fozy.
Two Years	5 to 7 feet	5 to 6 feet	4 to 5 feet	4 to 5 feet	3½ to 4½ ft	3 to 4 ft	2 to 3 ft.
On French Seedl'gs	¾ to 1 in.	¾ to ¾	9-16 to ¾	½ to 9-16	7-16 to ½		
Kieffer.....	Pr M \$125	Per M \$90	Per M \$65	Per M \$55	Per M \$50	Pr M \$40	Per M \$30
	2520	7890	1570	1790	1220	660	510

### KIEFFER PEARS—One Year. Grafted on Branched French Pear Seedlings.

	CIPHER	Per 1000
One year, 5 to 6 feet, not branched.....	<i>Fabric</i> .....	\$85 00
One year, 4 to 5 feet, not branched.....	<i>Fable</i> .....	75 00
One year, 3 to 4 feet, not branched.....	<i>Farmer</i> .....	60 00
One year, 2 to 3 feet, not branched.....	<i>Farther</i> .....	50 00
One year, 1 to 2 feet, not branched.....	<i>Fathom</i> .....	30 00

### COMPASS--CHERRY--PLUM—One Year. On Peach Stocks.

	<i>Sandal</i>	<i>Safely</i>	<i>Sage</i>	<i>Sad</i>
	4 to 5 feet	3½ to 4½ ft.	3 to 4 feet	2 to 3 feet
	½ to 9-16	7-16 to ¾	¾ to 7-16	
	Per M 125	Per M \$100	Per M \$85	Per M \$50
	1520	2040	4600	2850

### CHERRY TREES. Two Years. On Mahaleb

	CIPHER.	Per 1000
Early Richmond, Dyehouse,	1 inch & up, 5 to 7 feet, well bran'd.....	\$125 00
	¾ to 1 inch, 5 to 6 feet, well bran'd.....	125 00
	¾ to ¾, 4½ to 5½ feet, well bran'd.....	100 00
	9-16 to ¾, 4 feet and up, well bran'd.....	70 00
	½ to 9-16, 3½ feet and up, well bran'd.....	50 00
	3 to 4 feet, branched.....	40 00
Montmorency, Wragg, Royal Duke,	2 to 3 feet, more or less branched.....	30 00
	1 inch & up, 5 ft. & up, well bran'd.....	\$135 00
	¾ to 1 in., 4½ ft. and up, well bran'd.....	125 00
	¾ to ¾, 4 ft. and up, well bran'd.....	100 00
	9-16 to ¾, 3½ ft. and up, well bran'd.....	70 00
	½ to 9-16, 3 ft. and up, well bran'd.....	50 00
	3 to 4 feet, branched.....	40 00
	2 to 3 feet, more or less branched.....	30 00

### SWEET CHERRIES---One Year.

SWEET CHERRIES.	<i>Pshaw</i>	<i>Psalm</i>	<i>Pry</i>	<i>Prudish</i>
One Year.	5 to 6 feet	4 to 5 feet	3 to 4 feet	2 to 3 feet
	Per M \$125	Per M \$100	Per M \$80	Per M \$60
Black Tartarian.....	930	595	606	240
Lambert.....	6	14	59	59
Napoleon.....	68	97	222	158
Bing.....	66	166	240	227
Royal Duke.....	---	---	1000	2000

## PRIVET.

AMoor River Privet. The Best Strain. More Nearly Evergreen Than Any Other Strain.

	CIPHER	Per 1000
Two years, 4 to 5 feet, well branched.....	<i>Pug</i> .....	\$50 00
Two years, 3 to 4 feet, well branched.....	<i>Purge</i> .....	35 00
One year, 2 to 3 feet, well branched.....	<i>Purify</i> .....	25 00
One year, 18 to 24 inches, well branched.....	<i>Purist</i> .....	20 00
One year, 12 to 18 inches, slightly branched.....	<i>Purl</i> .....	15 00



## PEACH TREES--On Peach. Leading Varieties.

Our peach trees are budded on seedlings grown from Tennessee and Alabama natural pits. They are free from Aphis, Root-knot and Crown-Gall. We can supply beautiful large, medium and small-sized trees. The land upon which our peach trees are grown produces a well-matured tree, with fine fibrous roots. The San Jose Scale, Yellows and Rosette are unknown in this section and we have been careful not to bring in any buds from affected localities.

Peach Trees One Year, On Peach Stock	Rancor		Ransom		Rather		Rattle		Recite.		Reserve.		Resource		Render	
	6 to 8 ft. ¾ & up	5 to 6 ft.* ¾ to ¾	4 to 6 ft. 9-16 to ¾	4 to 6 ft. ½ to 9-16	4 to 5 ft. 7-16 to ½	3½ to 4½ ft ¾ to 7-16	3 to 4 feet ¾ to 7-16	2 to 3 ft	1 to 2 ft.	Pr M \$50	Per M \$45	Per M \$35	Per M \$25			
Alexander.....	180	820	560	...	...	...	...	...	...	...	...	...	...	...	...	...
Arp Beauty.....	830	1470	1550	250	490	200	290	120	...	...	...	...	...	...	...	...
Apex.....	600	720	770	80	...	...	450	200	...	...	...	...	...	...	...	...
Beers Smock.....	400	1100	1000	50	...	...	...	...	...	...	...	...	...	...	...	...
Belle of Ga.....	730	830	890	...	...	...	...	...	...	...	...	...	...	...	...	...
Bequet's Free.....	20	50	100	110	100	140	60	20	...	...	...	...	...	...	...	...
Bileau Late.....	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...
Carman.....	...	1900	1700	...	...	...	...	...	...	...	...	...	...	...	...	...
Capt. Ede.....	20	60	100	120	140	170	20	20	...	...	...	...	...	...	...	...
Crawford's Late..	900	1400	900	200	690	...	...	...	...	...	...	...	...	...	...	...
Champion.....	200	400	...	...	...	...	...	...	...	...	...	...	...	...	...	...
Chair's Choice.....	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...
Crawford's Early	610	900	...	...	...	...	...	...	...	...	...	...	...	...	...	...
Dulce.....	5	30	50	50	70	80	20	5	...	...	...	...	...	...	...	...
Dr. Burton.....	10	90	160	150	270	530	420	10	...	...	...	...	...	...	...	...
Elberta.....	33507	43049	35475	22147	36767	21694	29810	4800	...	...	...	...	...	...	...	...
Emma.....	...	40	90	30	...	330	300	200	...	...	...	...	...	...	...	...
Fox Seedling.....	130	585	240	...	...	...	...	500	...	...	...	...	...	...	...	...
F. St. John.....	45	110	90	...	...	10	15	10	...	...	...	...	...	...	...	...
Globe.....	...	180	220	20	20	210	120	60	...	...	...	...	...	...	...	...
Greensboro.....	...	90	...	...	...	...	...	900	...	...	...	...	...	...	...	...
Goldfinch.....	880	1560	2000	1870	2120	2290	2090	740	...	...	...	...	...	...	...	...
(Ea. Elberta).....	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...
Heath Cling.....	170	330	1000	140	...	...	...	170	...	...	...	...	...	...	...	...
Hiley (Ea. Belle)...	6000	5200	3600	...	...	...	...	...	...	...	...	...	...	...	...	...
Henrietta.....	30	60	120	20	30	550	...	...	...	...	...	...	...	...	...	...
Krummel's Late..	270	440	710	50	...	890	...	...	...	...	...	...	...	...	...	...
Lemon Cling.....	180	440	680	20	...	760	430	170	...	...	...	...	...	...	...	...
Lovell.....	...	100	220	...	...	170	570	20	...	...	...	...	...	...	...	...
Mamie Ross.....	500	1000	...	100	360	...	...	...	...	...	...	...	...	...	...	...
Mayflower.....	700	750	...	...	...	...	...	...	...	...	...	...	...	...	...	...
Mountain Rose.....	...	...	...	...	...	80	120	50	...	...	...	...	...	...	...	...
Munson Free.....	700	1040	1090	...	...	910	720	100	...	...	...	...	...	...	...	...
Munson Cling.....	20	100	270	100	30	500	400	140	...	...	...	...	...	...	...	...
Muir.....	250	550	650	...	...	...	1300	500	...	...	...	...	...	...	...	...
Octobel.....	20	160	110	190	180	290	240	100	...	...	...	...	...	...	...	...
Old M. Free.....	...	40	100	...	...	...	...	30	...	...	...	...	...	...	...	...
Old M. Cling.....	430	870	1150	...	...	498	210	70	...	...	...	...	...	...	...	...
Orange Cling.....	...	...	...	...	...	...	180	...	...	...	...	...	...	...	...	...
Phillips Cling.....	...	200	500	650	...	1160	1200	775	...	...	...	...	...	...	...	...
Rex.....	150	710	760	40	...	670	700	130	...	...	...	...	...	...	...	...
Reeve's Favorite..	500	...	1700	400	...	...	...	...	...	...	...	...	...	...	...	...
Salway.....	300	1350	30	...	...	...	375	...	...	...	...	...	...	...	...	...
Stump.....	200	600	...	...	...	915	...	200	...	...	...	...	...	...	...	...
Sueed.....	10	100	120	180	180	300	300	70	...	...	...	...	...	...	...	...
Tuskena (Tuscan)	...	...	...	...	...	...	200	30	...	...	...	...	...	...	...	...
Triumph.....	20	90	150	180	...	160	110	120	...	...	...	...	...	...	...	...
Tiebout.....	60	170	290	30	...	500	350	...	...	...	...	...	...	...	...	...
Waddell.....	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...

## PEACH TREES—June Buds.

	CIPHER.	Per 1000
Six to twelve inches.....	Jester.....	\$15 00
Twelve to eighteen inches.....	Jersey.....	25 00
Eighteen inches to two feet.....	Jealous.....	30 00
Two to three feet.....	Jasper.....	35 00
Three to four feet, $\frac{3}{4}$ to 7-16, more or less branched.....	Jargon.....	45 00
Three to four feet, 7-16 to $\frac{1}{2}$ , more or less branched.....	Jacket.....	50 00
Four to five feet, $\frac{1}{2}$ to 9-16, more or less branched.....	Jailer.....	65 00
Four to five feet, 9-16 to $\frac{3}{4}$ , more or less branched.....	Jangle.....	85 00
Arp Beauty.....	Elberta.....	Hiley (Ea. Belle)
Belle of Ga.....	F. St. John.....	Lovell.....
Carman.....	Greensboro.....	Muir.....
Crawford's Early	Goldfinch (Early	Mamie Ross
Crawford's Late	Elberta)	Mayflower
Champion.....	...	Orange Cling
...	...	Phillips Cling
...	...	Triumph
...	...	Tuskena (Tuscan)
...	...	Waddell

**MAGNOLIA GRANDIFLORA.**

<i>Magnolia Grandiflora</i> }	<i>Matlock</i> 4 to 5 feet \$25 Per 100	<i>Mallet</i> 3 to 4 feet \$20 Pr 100	<i>Manger</i> 2 to 3 feet \$17.50 Pr 100	<i>Martin</i> 18 to 24 in. \$15 Pr 100	<i>Marble</i> 12 to 18 in. \$12.50 Pr 100	<i>Master</i> 6 to 12 in. \$10 Pr 100
The two feet and up are two years transplanted. Smaller sizes One year transp'd	205	290	455	530	55	220

**PECAN SEEDLINGS. Gulf Coast Thin Shell.**

We have a very fine lot of two and three-year old seedlings grown at Huntsville. These trees are grown from selected nuts collected along the Gulf Coast in Southern Mississippi and Louisiana, where the choicest thin shell nuts are produced. We can supply any size from one foot upward to five feet.

<i>Petted</i> 4 to 5 feet Per M \$70	<i>Pellet</i> 3 to 4 feet Per M \$65	<i>Pebble</i> 2 to 3 feet Per M \$50	<i>Paddle</i> 18 to 24 in. Per M \$45	<i>Patent</i> 12 to 18 in. Per M \$35
130	8700	12700	13750	13750

**ROSES==Field Grown. Budded.**

We have ceased to grow Roses at Biloxi, as we find we can produce a much stronger, healthier plant at Huntsville. Those grown here, both root and top, are as fine as can be grown anywhere. We have a large stock this year and are making prices low to help introduce the Huntsville grown.

<b>ROSES.</b> }	<i>Rosette</i> No. 1 Per M \$80	<i>Robust</i> No. 1½ Per M \$65	<i>Rocket</i> No. 2 Per M \$35
Field Grown. Very Fine.			

**HYBRID PERPETUALS.**

<i>Anna de Deisbach</i> .....	4375	2510	250
<i>Baroness Rothschild</i> .....	...	1240	280
<i>Coquette des Alps</i> .....	...	6505	185
<i>Gen. Jacqueminot</i> .....	3440	...	40
<i>Gruss an Teplitz</i> .....	...	1134	200
<i>Jubilee</i> .....	...	7545	2035
<i>Mar. P. Wilder</i> .....	8105	580	35
<i>Magna Charta</i> .....	1770	1120	170
<i>Mad. Gab. Luizet</i> .....	1600	4720	305
<i>P. C. de Rohan</i> .....	...	1230	250
<i>Paul Neyron</i> .....	5715	...	...
<i>Frau Karl Druschki (Snow)</i> }	8450	5735	780
<i>Queen</i> .....	...	6035	230
<i>Ulrich Brunner</i> .....	5925	...	...

**MOSESSES.**

<i>Crested Moss</i> .....	...	...	100
<i>Henry Martin</i> .....	570	...	10
<i>Salet</i> .....	80	80	30
<i>White Bath</i> .....	...	...	40

**BUDDED ROSES**—We have ceased the propagation of Roses on own roots.

The No. 1 plants will have three or more branches and will be cut back to 18 to 24 inches. The roots are very fine. We make a grade of Roses called No. 1½. This grade is made up of plants just under No. 1, such as do not have the required number of branches or slightly under weight and height, and make a very nice grade for mailing.

The plants under No. 1½ we class as No. 2. We recommend them for transplanting.

**SWEET CHERRIES. New York Grown.**

	<i>Picket</i> 5 feet & up Per M \$125	<i>Paling</i> 4 to 5 feet Per M \$100	<i>Panet</i> 3 to 4 feet Per M \$80	<i>Parade</i> 2 to 3 feet Per M \$60
<i>Napoleon</i> .....	460	2300	1150	690
<i>Black Tartarian</i> .....	340	1700	850	510
<i>Lambert</i> .....	280	1400	700	420
<i>Bing</i> .....	130	650	325	195



**APPLE TREES. One Year.**

We have some very promising lots of apple grafts one year for sale. One large fine block of our own growing at Huntsville. Other lots promise to be equally fine, grown on contract in Washington, Kansas and Oklahoma. Descriptions of the different lots, showing sizes, prices and varieties, are given below:

**APPLE GRAFTS—One Year. No. 1 Seedlings. Huntsville Grown.**

	<i>Prozy</i> 5 to 6 feet Per M \$100	<i>Provost</i> 4 to 5 feet Per M \$80	<i>Provoke</i> 2 to 4 feet Per M \$65	<i>Provide</i> 2 to 3 feet Per M \$50	<i>Prove</i> 1 to 2 feet Per M \$35
Winesap.....	20150	13770	5590	700	200
Jonathan.....	4060	6790	3310	700	300
Rome Beauty.....	4800	5000	2200	480	100
Gano.....	8800	...	1500	450	50
Grimes Golden.....	1670	...	1700	540	50
Kinnard's Choice.....	1200	1400	350	10	...

**APPLE GRAFTS--One Year. No. 1 Seedlings. Oklahoma Grown.**

	<i>Protest</i> 5 to 6 feet Per M \$100	<i>Protect</i> 4 to 5 feet Per M \$80	<i>Prosy</i> 3 to 4 feet Per M \$65	<i>Prosper</i> 2 to 3 feet Per M \$45	<i>Prospect</i> 1 to 2 feet Per M \$35
Rome Beauty.....	125	1000	4000	1000	125
Mo. Pippin.....	...	...	800	300	140
Ben Davis.....	...	200	500	230	40
Yellow N. Pippin.....	...	50	550	400	140
Grimes Golden.....	...	100	450	350	70
Jonathan.....	...	...	500	1500	1000
Spitzenburg.....	...	...	200	100	20
Yellow Transparent.....	...	...	300	300	40
York Imperial.....	...	...	300	300	70
Stayman Winesap.....	...	...	50	50	35
M. B. Twig.....	...	...	150	150	20
Red June.....	...	...	50	100	10
Maiden's Blush.....	...	...	100	70	10
N. W. Greening.....	...	...	70	60	5
Whitney No. 20.....	...	...	80	100	5
Gano.....	500	1000	2500	800	70
Duchess.....	...	80	400	400	15
Winesap.....	200	1000	3800	2300	100
Wealthy.....	...	200	600	300	60

**PEAR GRAFTS---One Year. Grafted on French Pear Seedlings 7-12 mm. Branched Roots. Oklahoma Grown.**

	<i>Prose</i> 5 to 6 feet Per M \$85	<i>Prophet</i> 4 to 5 feet Per M \$75	<i>Property</i> 3 to 4 feet Per M \$60	<i>Proper</i> 2 to 3 feet Per M \$50	<i>Prop</i> 1 to 2 feet Per M \$35
Kieffer Pear.....	2000	2665	2000	1300	285

**APPLE GRAFTS—One Year. No. 1 Seedlings. Kansas Grown.**

	<i>Prolific</i> 3 to 4 feet Per M \$65	<i>Project</i> 2 to 3 feet Per M \$50	<i>Prohibit</i> 1 to 2 feet Per M \$35
Winesap.....	500	500	250
Jonathan.....	3000	2300	1000
Rome Beauty.....	200	500	150
York Imperial.....	75	75	25
Spitzenburg.....	400	350	125
Newtown Pippin.....	900	600	200
Wealthy.....	...	175	50

## Terms and Conditions Governing Quotations in the Price List of the Huntsville Wholesale Nurseries.

**RATES.**—As we send this list to the trade only, we make the difference in prices between the 10, 100 and 1000 rates very slight—simply sufficient, as a rule, to cover the difference in the expense of handling in the smaller numbers. We uniformly tie in bunches of 10, when consistent with the order, and we suggest to our customers to make their orders for varieties in multiples of 10 as far as practicable. Orders for 50 and not over 300 trees, if for not less than 10 of a variety, will be charged at the rate per hundred. Orders requiring 300 trees or more, and not less than 10 of a variety, will be filed at the lowest quoted prices. Orders for less than 10 trees of one variety, will be charged at the rate per ten.

**SEASON.**—Our packing and shipping season begins by the 20th of September, and continues until about the first of March.

We have great advantages to offer here in early shipments for the North in Spring. We do not accept orders for trees we do not grow, as we never buy trees to sell again. You can depend upon us for fresh dug trees. Each order is taken up separately, and not until it is wanted for shipment.

**SHIPPING DIRECTIONS.**—We respectfully beg our patrons to furnish us with explicit *directions as to shipping*, and the mode of conveyance by which they desire trees forwarded. When no particular directions are given, we forward according to the best of our judgment. *But in no case do we assume any responsibility as to safe delivery and condition of Trees and Plants after a proper shipment by us.*

**RELEASE.**—When prepayment of freight is not required, we will Release and Guarantee, and take forwarder's receipt and mail to consignee. It is left to the option of the shipper of trees over some railroads, whether he will release them or not under the clause "Value less than \$5.00 per 100 lbs." If released under this clause, the freight is less on roads governed by this classification, and we will assume it to be proper to make this release, without reference to the value of the trees, unless instructed to the contrary. This clause does not apply upon roads under some of the district classifications, and because of this confusion we will not be held responsible for any oversight to release, unless instructed by our customers. Claims for delay or loss must be made to the forwarders.

**PACKAGES.**—The cost of package must be added to the prices quoted in this list, as follows: Boxes 30 inches square, from 7½ to 9 feet long, as the trees may require, each \$2.50; boxes 24 inches, \$2.00; boxes 18 inches, \$1.50; bales from 25c. to 75c. each.

**PACKING.**—Goods will be packed in moss or "Shingle Tow," and especial care taken to insure their arrival in the best condition.

**ASSORTMENTS.**—We do not require customers to take an assortment they do not wish, but will sell one variety alone if desired. If any substitution can be allowed, either in grade or variety, it should be so stated when making the order. As a rule we do not substitute without permission.

**CAUTION.**—We accept all orders upon the condition that they shall be void, should any injury befall the trees from frost, hail, storm, fire, or other causes over which we have no control.

**TERMS.**—Cash. When desired, we will allow 30 to 60 days from date of shipment to responsible,

prompt-paying customers. Parties with whom we have had no business transactions, will save time by sending reference, with order. We wish it expressly understood that payment is expected from the first collections made, and the time named is only intended as so many days of grace in which to make returns. To northern customers, who wish to lay in stock for Spring trade, we will ship late in Fall or early in Spring, and allow time for payment till May 15th. If shipment is required in the Fall for Spring use, a note is to be given upon receipt of the trees. We do not allow any discount for cash, but we make our prices low to command cash, or prompt returns. In orders when the time is not mentioned, 30 days is to be understood. Interest at the rate of 8 per cent per annum must be paid on over due accounts. Should prices be changed, either higher or lower, during the season, the prices ruling at the time the order is made, are expected to stand.

**FORMS OF PAYMENT.**—All bills are payable at the office of the seller, and remittances should be made by drafts on New York, Chicago or St. Louis, or by money orders on some Express Company, or by postal orders. We will, however, accept checks from those of our customers who may be located at places having no banking, express or postal facilities, provided they make them in every case payable "with exchange", or add ¼ of one cent, to the amount of the bill for the cost of collection.

**GRADES.**—We grade very carefully, in some cases by caliper, in others by height. When graded by both caliper and height, the caliper must govern, as the height then named is only to be considered approximately. When graded by height or caliper, we include the lower number and exclude the higher. Instance: in a grade of 4 to 5 feet trees, the 4 feet trees are included, but not the 5 feet trees. If 5 feet trees are wanted, the 5 to 6 feet grade must be ordered.

**GARANTEE OF GENUINENESS.**—While we exercise the greatest diligence and care to have all our Trees, etc., true to label, and hold ourselves in readiness, on proper proof, to replace all trees, etc., that may prove untrue to label, free of charge, or refund the amount paid, it is mutually understood and agreed to, between the purchaser and ourselves, that our guarantee of genuineness shall in no case make us liable for any sum greater than that originally received for said trees, etc., that shall prove untrue.

**ACCEPTANCE.**—Notice should be sent us by telegraph, at our expense, if there is any cause of complaint, or should the trees be refused, stating reasons. Claims for deduction, from whatever cause, will receive consideration only when made promptly upon the receipt of the trees. If trees show any signs of shrivelling upon arrival, they can usually be restored by being thoroughly watered and buried entirely under the ground for two or three days. Should there be any frost in the trees upon arrival, they should not be removed from the box until the frost is all out. The box should be placed in the cellar or protected in some other way. The presence of frost in the boxes is not to be considered an evidence of bad condition, as we pack to secure the trees against damage, if the frost is allowed to come out in the natural way. Goods will be considered accepted if removed from the boxes in which they are packed, without notice of complaint to us and without our orders for their disposition.